

Report Quality Evaluation

EDII
EDIII
Business
Integration
Issues

To our clients:

To ensure that the highest standards of report quality are maintained, INPUT would appreciate your assessment of this report. Please take a moment to provide your evaluation of the usefulness and quality of this study. When complete, simply fold, staple, and drop in the mail. Postage has been pre-paid by INPUT if mailed in the U.S.

Thank You.

1. Report title: **EDI: Business Integration Issues** (EDIII)

2. Please indicate your reason for reading this report:

- Required reading
- New product development
- Area of high interest
- Business/market planning
- Area of general interest
- Product planning

EDIII

REPORT
QUALITY
EVALUATION

3. Please indicate extent report used and overall usefulness:

Executive Overview	Extent		Useful
	Read	Skimmed	
Complete Report	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Part of Report _____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

AS OF FEB 1, 1991

4. How Useful was:

- Data presented
- Analyses
- Recommendations

9
COMPLETED
INTERVIEWS

5. How useful was the report in these areas:

- Alert you to new opportunities or approaches
- Cover new areas not covered elsewhere
- Confirm existing ideas
- Meet Expectations
- Other _____

1 1 1 1

6. Which topics in the report were the most useful? Why? Input/Output Matrix

Lack of understanding of EDI - so buys in one industry & buyer

7. In what ways could the report have been improved?

For seller & different industry

8. Other comments or suggestions: More applications for integration

Name

Jim Crouse

Title

Department

IBM Corporation

Company

3101 W. BUFFALO AVE

Address

TAMPA, FL

33630

City

State

ZIP

Telephone

Date Completed

Thank you for your time and cooperation.

M&S 633/01 12/89

DID YOU RECEIVE THIS QUESTIONNAIRE WITH THE
BOOK? YES OR NO

INPUT

Report Quality Evaluation

ED1
ED2
BUSINESS
INTEGRATION
ISSUES

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 Area of general interest Product planning

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	Read	Skimmed	1	2	3	4	5
Complete Report	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Part of Report (%)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

4. How Useful was:

Data presented
Analyses
Recommendations

5. How useful was the report in these areas:

Alert you to new opportunities or approaches
Cover new areas not covered elsewhere
Confirm existing ideas
Meet Expectations
Other _____

6. Which topics in the report were the most useful? Why? None

7. In what ways could the report have been improved?

8. Other comments or suggestions:

Name JOHN Singel Title PARTNER

Department

Company PRICE WATERHOUSE

Address 153 E 53 RD STREET

City NEW YORK, N.Y 10022 State ZIP

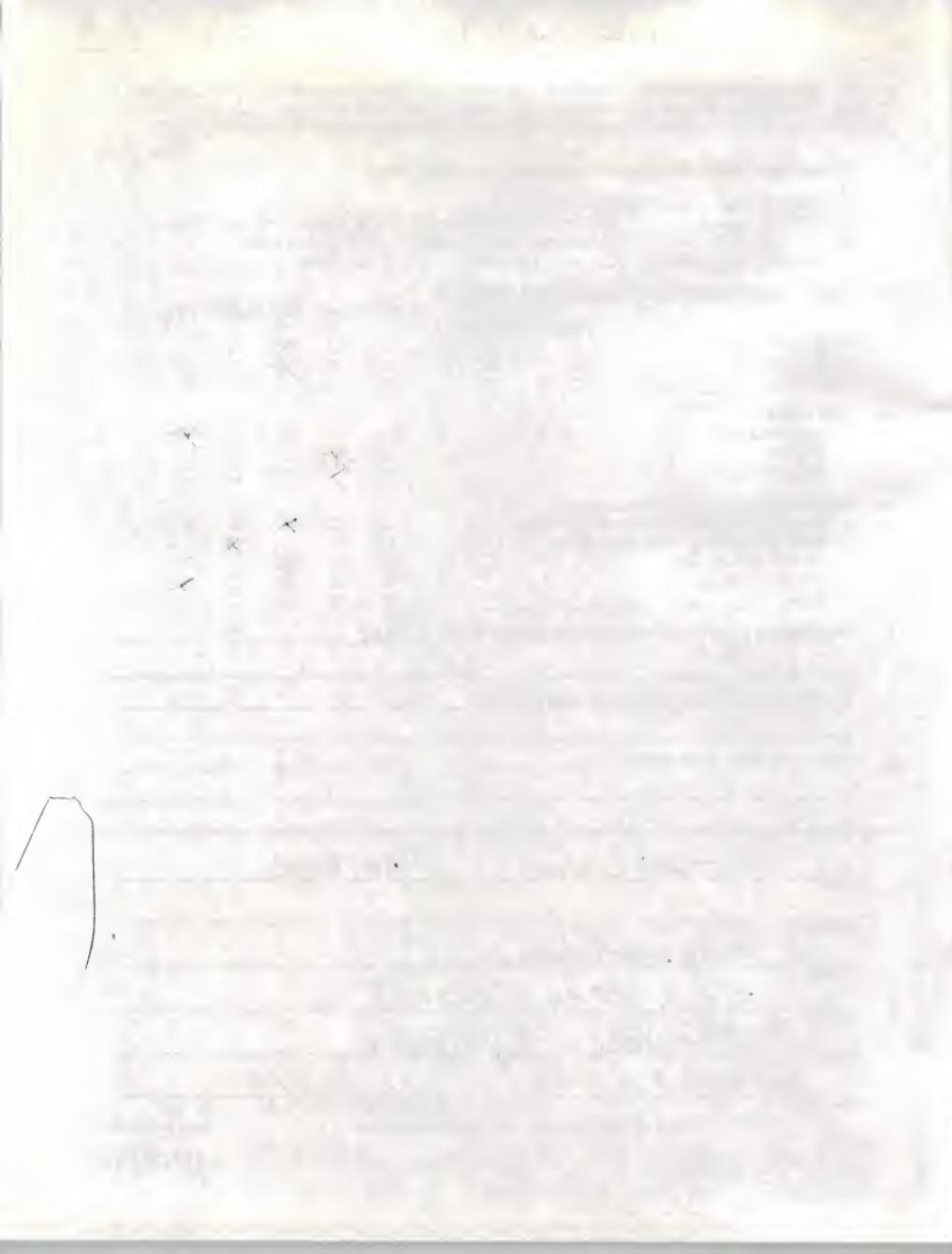
Telephone (212) 371 2000 Date Completed 1/24/91

Thank you for your time and cooperation.

MAS 633/01 12/89

DID YOU RECEIVE THIS QUESTIONNAIRE WITH THE
BOOK? YES OR NO

INPUT



Report Quality Evaluation

ED1
BUSINESS
INTEGRATION
ISSUES

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Thank You.

1. Report title: **ED1: Business Integration Issues** (ED1!!)

2. Please indicate your reason for reading this report:

Required reading New product development
 Area of high interest Business/market planning
 Area of general interest Product planning

Future purchase decision
 Systems planning
 Other _____

3. Please indicate extent report used and overall usefulness:

Executive Overview Complete Report Part of Report (____ %)	Extent		Usefulness (1=Low, 5=High)				
	Read	Skimmed	1	2	3	4	5
Executive Overview	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Complete Report	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Part of Report (____ %)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

4. How Useful was:

Data presented
Analyses
Recommendations

5. How useful was the report in these areas:

Alert you to new opportunities or approaches
Cover new areas not covered elsewhere
Confirm existing ideas
Meet Expectations
Other _____

6. Which topics in the report were the most useful? Why? MARKET TRENDS AS

They refer to specific industries

7. In what ways could the report have been improved? - helpful - who is playing
and to what extent - how many customer + revenue

8. Other comments or suggestions: broken down.

MS A. THORNTAN (REFERRED TO BY MS HEWITT) (415) 8236425
Name: LIZA LEMMON McCleare Title: Market Analyst Number: 415-8677418
RESPONDENT → LIZA LEMMON McCleare - Market Analyst 415-8677418

Department:

PACIFIC BELL

Company:

Address:

City:

(415) 8236425

State:

ZIP:

1129191

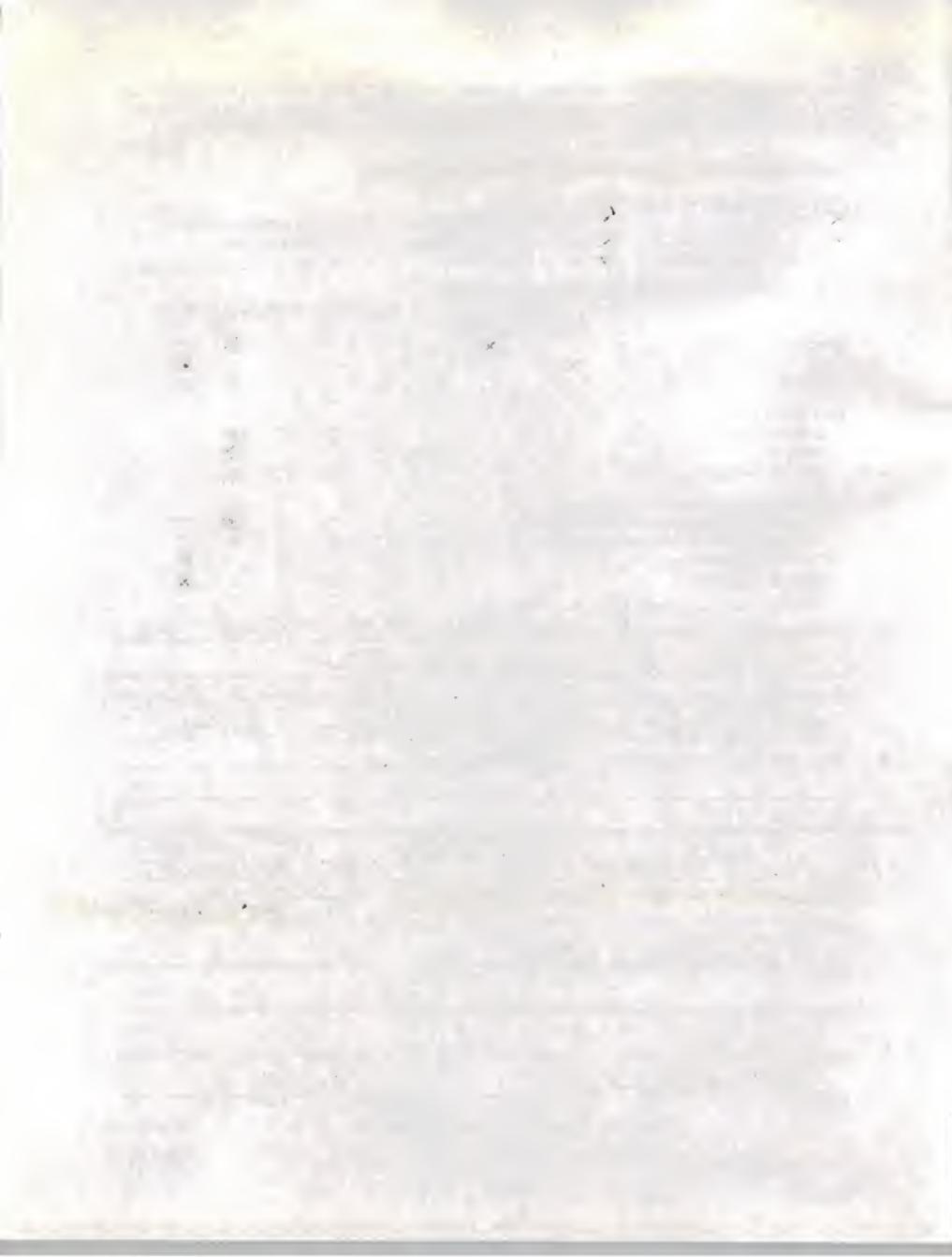
Date Completed:

Thank you for your time and cooperation.

M&S 633/01 12/89

DID YOU RECEIVE THIS QUESTIONNAIRE WITH THE
BOOK? YES OR NO

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Report Quality Evaluation

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Thank You.

1. Report title: **EDI: Business Integration Issues (EDII)**

2. Please indicate your reason for reading this report:

<input type="checkbox"/> Required reading	<input type="checkbox"/> New product development	<input type="checkbox"/> Future purchase decision
<input type="checkbox"/> Area of high interest	<input type="checkbox"/> Business/market planning	<input type="checkbox"/> Systems planning
<input type="checkbox"/> Area of general interest	<input type="checkbox"/> Product planning	<input type="checkbox"/> Other _____

3. Please indicate extent report used and overall usefulness:

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Complete Report	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Part of Report (____ %)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

4. How Useful was:

Data presented	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Analyses	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Recommendations	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

5. How useful was the report in these areas:

Alert you to new opportunities or approaches	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Cover new areas not covered elsewhere	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Confirm existing ideas	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Meet Expectations	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Other _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

6. Which topics in the report were the most useful? Why? BANKING SECTION

ELECTRONIC FUNDS TRANSFER WAS VERY GOOD

7. In what ways could the report have been improved? CAN'T REALLY SAY

8. Other comments or suggestions: _____

PETER BUCHANAN - Senior Specialist
Name _____ Title _____

Department _____

G E INFORMATION SERVICES

Company _____

401 N. WASHINGTON STREET

Address _____

ROCKVILLE, MD 20850

City _____

State _____

ZIP _____

Telephone _____

(301) 340-4000

Date Completed _____

1/30/91

MAS 633/01 12/89

Thank you for your time and cooperation.

DID YOU RECEIVE THIS QUESTIONNAIRE WITH THE
BOOK? YES OR NO

INPUT



Report Quality Evaluation

EDII BUSINESS
INTEGRATION
ISSUES

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Part of Report (____%)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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Analyses
Recommendations

5. How useful was the report in these areas:

Alert you to new opportunities or approaches
Cover new areas not covered elsewhere
Confirm existing ideas
Meet Expectations
Other _____

6. Which topics in the report were the most useful? Why? TRADING PRACTICE - (last chapter)

Background information for people unfamiliar EDI.

This was very helpful to us

7. In what ways could the report have been improved? Segmenting the market - we look at the market in a different way therefore we had a bit of

8. Other comments or suggestions: Edi problems with relating it to how we segment the market
If you do a study on EDI - we would like very much to be contacted so we could have some input into the study that would help us

MR Curt Anderson

EDI marketing Manager

Name

Title

MARKET

DIGITAL Equipment

Department

Company

10 TARA Boulevard

Address

NASHUA, NH 03062

City

State

ZIP

Telephone

(603)8843366

Date Completed

2/1/91

Thank you for your time and cooperation.

MAS 03301 1289

DID YOU RECEIVE THIS QUESTIONNAIRE WITH THE
BOOK? YES OR NO

INPUT



Report Quality Evaluation

W.F.
575.SP1
Business
Information
Systems

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	Read	Skipped	1	2	3	4	5
Complete Report	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Part of Report (%)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

4. How useful was:

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Analyses

Recommendations

5. How useful was the report in these areas:

Alert you to new opportunities or approaches

Cover new areas not covered elsewhere

Confirm existing ideas

Meet Expectations

Other _____

6. Which topics in the report were the most useful? Why? Cost avoidance goalConcrete examples7. In what ways could the report have been improved? More on standards8. Other comments or suggestions: Include an index; number the reportsMS. MARTHA JAMESONANDERSEN CONSULTING100 South ^{WEISER} DRIVEChicago, Illinois(312) 507-6691FAX (312) 507-8970

Thank you for your time and cooperation.

MAIL TODAY

DID YOU RECEIVE THIS QUESTIONNAIRE WITH THE
BOOK? YES OR NO

INPUT
Not that I am aware of

PAGE. 003

JAN 25 '91 11:04

Report Quality Evaluation

EDII
BUSINESS
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--	--------	----------------------------

Executive Overview

Read Skimmed

1 2 3 4 5

Complete Report

Part of Report (%)

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Meet Expectations

Other _____

6. Which topics in the report were the most useful? Why? I CAN'T REMEMBER

7. In what ways could the report have been improved? EXCELLENT

8. Other comments or suggestions: I thought it was very good
WE USE YOUR REPORTS AS A REFERENCE
SOURCE TO VERIFY WHAT WE BELIEVE TO BE TRUE

MR. ROBERT L. WOLF

Name _____

Title _____

Department _____

DIRECTOR - MARKET PLANNING

Company _____

GRUMMAN DATA SYSTEMS

Address _____

6862 ELM STREET, SUITE 500

City _____

MCLEAN, VA

22101

State _____

ZIP _____

Telephone _____

214191

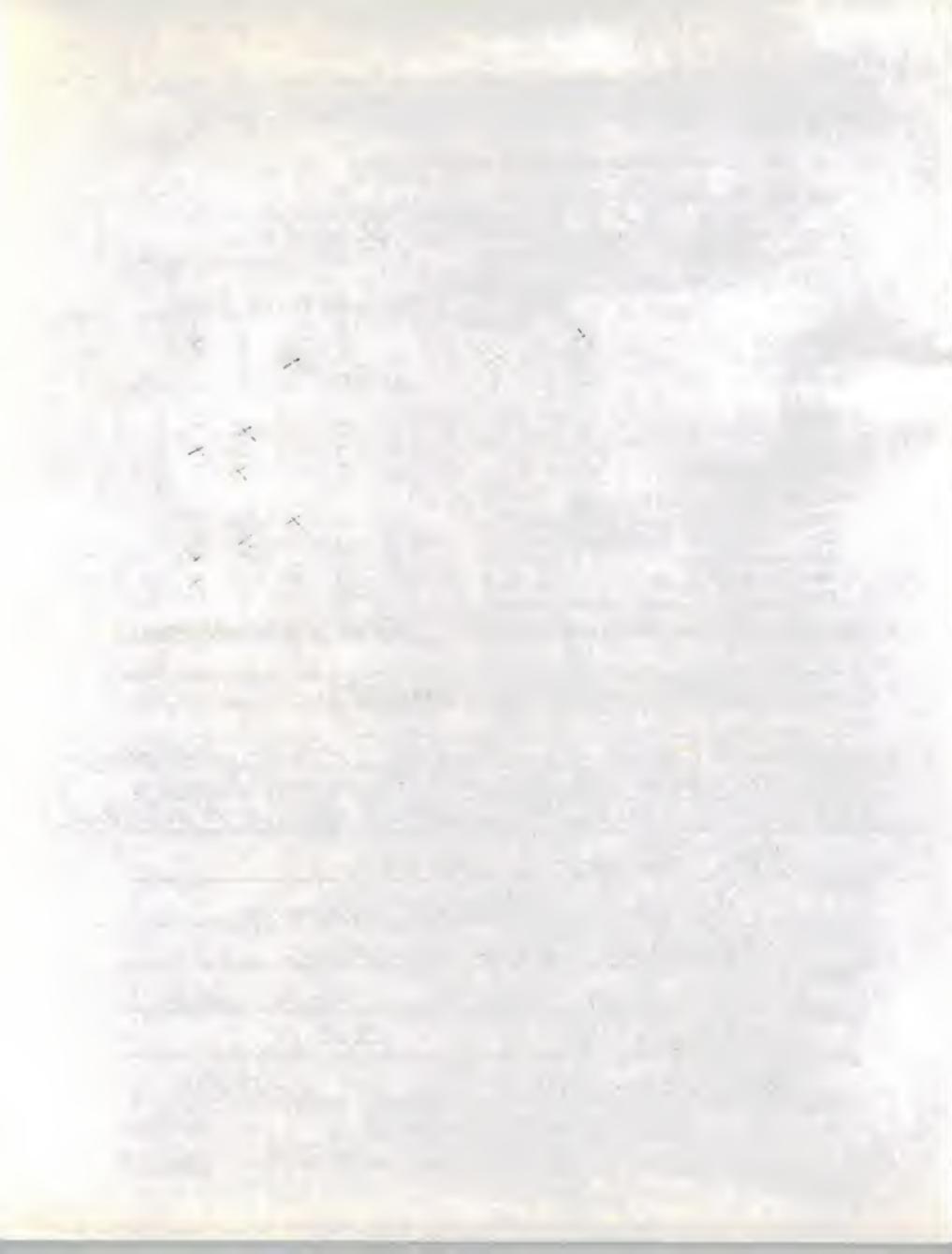
Date Completed _____

Thank you for your time and cooperation.

MAS 63301 12/89

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USER
FRIENDLY

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Meet Expectations
Other

6. Which topics in the report were the most useful? - Why? *EDI BUSINESS - Sales Strategy*

Business operations - Business organization of EDI

7. In what ways could the report have been improved? *One issue - more depth or
more specific - I need it for marketing strategy*

8. Other comments or suggestions: _____

Mary Jo YAKSICH - Market Planning

Name _____ Title _____

Department _____

Company MOORE CORPORATION

Address 300 Lang Boulevard

City GRAND ISLAND, NY State NY ZIP 14222

Telephone (716) 773 0300

Date Completed _____

Thank you for your time and cooperation.

M&S 633/01 12/89

DID YOU RECEIVE THIS QUESTIONNAIRE WITH THE
BOOK? YES OR NO

INPUT



FEB 13 '91 15:45

PAGE.001

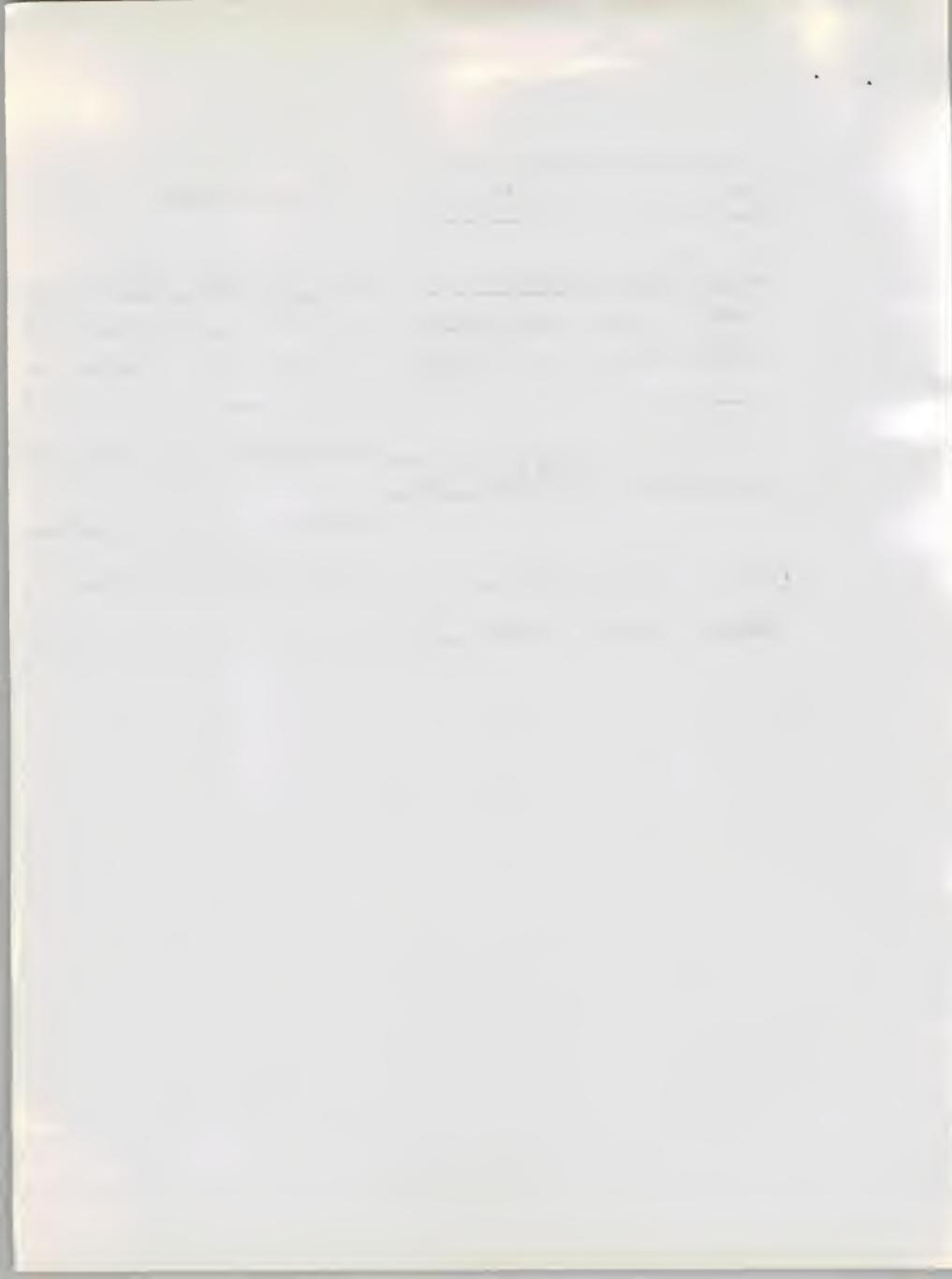
D I G I T A L

FAX COVER SHEET

TO: CHASE GOFFLOCATION: 1280 Villa Street
Mountain View, Calif.FROM: Gora McMillerLOCATION: 111 Poundermill Rd.
Maynard, Ma.

TELEPHONE NO.:

FAX PHONE NO.: (415) 961-3966TELEPHONE NO.: (508) 493-7326DATE: 2/13/91NUMBER OF PAGES TO FOLLOW: 1COMMENTS: Yes, The Questionnairewas with the Book.



FEB 13 '91 15:45

PAGE .002

Report Quality Evaluation

To our clients:

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Complete Report	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Part of Report (____ %)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

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Recommendations

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Alert you to new opportunities or approaches

Cover new areas not covered elsewhere

Confirm existing Ideas

Meet Expectations

Other _____

6. Which topics in the report were the most useful? Why? strategic Impact of EDI

and EDT Integration Tools and allied Info. Tech.

7. In what ways could the report have been improved? I was pleased with

the reports as presented.

8. Other comments or suggestions: _____

Cora McMillen

Name

Title

Department

Digital Equipment Corporation

Company

111 Powdermill Rd.

Address

MAYNARD, MA 01754-1418

City

(508)493-2211

Telephone

Date Completed

Thank you for your time and cooperation.

MAS 633-01 12/89

INPUT

ED III Company	CONTACT	CALL BACK	WHEN?	Comments
Computer Services	SPAL REPORT			ED 1 + ED 2 CALL AT 5:00 2/12/91 ② REPORTS 1/23
InterTech Development Corp	THOMPSON			① LEFT # WITH SEC. 1/23/91
PTA/IA	KORNICK			② LEFT # ON V.M. 1/23/91 / FAX - 1-287-1234
Digital Data Corp	JANIS	DOESN'T ANSWER		③ LEFT # ON V.M. 1/23
GE INFORMANT	DOE INFORMATION SUPPORT FAXED			② AT 4:00 1/23/91
IBM	CRUISE			③ " " ON V.M. 1/23/91
MTA/AT	FREDERICK			② LEFT # WITH DECOR 1/24/91 25 will
Pacific Bell	THURMAN			LEFT MESSAGE ON V.M. 1/24
Price Waterhouse	Tom COTTER			② 1/24/91 FAXED TO HANLEY LEFT # ON V.M. 1/24
Digital Equipment	NOT THE MGR GARZA			① LEFT # ON V.M. 1/24
SEASAT Tech.	Tom Douglas			② 2/4/91 " ON V.M. 1/24
Imron	ANDREWS			③ 1/25 1/24/91
Amocoat Dev'l	DENNIS LEFT #			NO NAME GIVEN TO ME BY KEN THOMPSON WENY 0500 1000 4101 4112 (212) 906-4146 CALL NUMBER 212-906-4146 MESSAGE WITH TELCO SEC. TO HAVE HIM CALL ME (Mr. HANLEY INFORMED ME 1/24/91)
Standard World Trade	THOMAS KORNICK			
Digital Equipment	George STONE			
GE INFORMANT	MARION STONE			
Andelam	THOMAS M. JAMESON			1/30/91 - SHE PLANNED TO GET BACK WITH FAX
APIA	KORNICK ASS. TERRA			LEFT # WITH ASSISTANT (RENA) RECENT FAX FOR KORNICK
INFONET	ANDREWS			LEFT # WITH SEC FOR COO BACK - TELCO NO. 1 WAS CONTACTING GAIL (SEPARATE - 2/1/91)
Pacific Bell	BILL GODWIN			CALL AT 12:00 COULD NOT REACH 2/1/91 DOESN'T HAVE IT - ANDREWS DOES
TRUSSMAN - office	PTOLEMY HORSTY			LEFT # WITH ORSINA ABOUT PACIFIC HORNSTY FAX INFORMATION BACK
SEASAT Technology	RICHARD ROSS	WRIGHT	MAN.	LEFT # ON V.M. 2/4/91
MAMCO				LEFT # ON V.M. 2/4/91





Order: 4052 Customer: RA09-5 AMERITECH DEVELOPMENT CORP; Mr. Kenneth J. Thomson Senior Director ; 10 South Wacker, 21st Floor, Chicago, IL 60606 BEG:01/01/1990 END:12/31/1990 PO: 9064650 (312) 609-6900
EIII-RP 2 ~~NOT THE CONTACT~~ ~~WRONG person contact: MR DENNIS LEFIEF (313) 2626392~~ CONTACT Elmo ECKS AT (312) 9064140

Order: 110069 Customer: RA10-13 ANDERSEN CONSULTING; Mr. Jim Fischer Managing Partner ; 69 W. Washington, Chicago, IL 60602, BEG:01/01/1990 END:12/31/1990 PO: (312) 507-8339
EIII-RP 1

Order: 110070 Customer: RA10-2 ANDERSEN CONSULTING; Ms. Jean Davis Mgr. Consulting Info. Services ; 100 South Wacker Drive, 17th Floor, Chicago, IL 60606, BEG:01/01/1990 END:12/31/1990 PO: (312) 580-0033
EIII-RP 1 ~~WORLD HEADQUARTERS - WAS REFERRED TO Martha JAMESON~~

Order: 110072 Customer: RA10-4 ANDERSEN CONSULTING; Ms. Marilyn Sime Mgr. S/H Integration ; 100 S. Wacker Drive, 7th Floor, Chicago, IL 60606, BEG:01/01/1990 END:12/31/1990 PO: DIRECT 312 5076668
EIII-RP 2 ~~NO LONGER RECEIVES REPORTS (WORLD HEADQUARTERS)~~ ~~REFERRED BY DAVIS' OFFICE TO Martha JAMESON~~

Order: 4089 Customer: RA96-1 ADIA; Mr. Ken Korneck Vice President MIS ; 64 Willow Place, Menlo Park, CA 94025, BEG:01/01/1990 END:12/31/1990 PO: 415) 324-0696
EIII-RP 2

Order: 3994 Customer: RB29-1 BELLSOUTH CORPORATION; Mr. John Lilly Corporate Resource Center ; 1155 Peachtree Street, Room 12B01, Atlanta, GA 30367, BEG:01/01/1990 END:12/31/1990 PO: (404) 249-3260
EIII-RP 2

Order: 110870 Customer: RB69-1 BRITISH TELECOM; Ms. Sue Prudence Library ; 5 Cheapside, 6th Floor, London, ECV 6AA, England BEG:12/07/1990 END:12/07/1990 PO: 236469 356 3580
EIII-RP 1

Order: 4103 Customer: RC12-2 COMPUTER SCIENCES CORPORATION; Ms. Gail Lepard Dir. Corporate Market Research ; 2352 Utah Avenue, El Segundo, CA 90245, BEG:01/01/1990 END:12/31/1990 PO: H133436ES (213) 615-0311
EIII-RP 4

Order: 2770 Customer: RD01-2 DIGITAL EQUIPMENT CORPORATION; Library Market Research Center ; Continental Boulevard, (MK01-1/K07), Merrimack, NH 03054, BEG:01/01/1990 END:12/31/1991 PO: (603) 884-0212
EIII-RP 2

Order: 2715 Main Contact Customer: RD01-22 DIGITAL EQUIPMENT CORPORATION; Mr. George Starr Jr. Mgr. Consultant Relations ; 40 Old Bolton Road, 0G01-2/WII, Stow, MA 01775, BEG:01/01/1990 END:12/31/1991 PO: (508) 496-9506
EIII-RP 1

Order: 110073 Customer: RD01-29 DIGITAL EQUIPMENT CORPORATION; Mr. Vince Santarasci ; 150 Coulter Drive, CFO2-2/12, Concord, MA 01742-2190, BEG:01/01/1990 END:12/31/1991 PO: (508) 4932211
EIII-RP 1 ~~NOT the person~~ ~~Contract Corey McMiller~~ ~~ACTON!~~

Order: 110893 Customer: RD01-2A DIGITAL EQUIPMENT CORPORATION; Ms. Janis Page ; 555 Virginia Road, Mail Stop VR05-1/X2, Concord, MA 01742, BEG:01/01/1990 END:12/31/1991 PO: (508) 371-5382
EIII-RP 1 ~~NO~~ ~~Couldn't Answer - doesn't RECEIVE Report~~

Order: 110074 Customer: RD01-31 DIGITAL EQUIPMENT CORPORATION; Mr. Curt Anderson ; TTB1-2/G5, 10 Tara Boulevard, Nashua, NH 03062, BEG:01/01/1990 END:12/31/1991 PO: (603) 8845111
EIII-RP 1 ~~EDI MARKETING MANAGR~~

Order: 110075 Customer: RD01-32 DIGITAL EQUIPMENT CORPORATION; Mr. John Byrne Mgr., Network Applications ; VR05-2/06, 555 Virginia Road, Concord, MA 10720, BEG:01/01/1990 END:12/31/1991 PO: (508) 371-5150
EIII-RP 1



Order: 2971 Mrs. Simons replaces Guy Esterbrook
Customer:RD01-9 DIGITAL EQUIPMENT CORPORATION; Mrs. Margaret Simons Marketing Information Centre ; RDL-2/E, Queens House, Forbury Road, Reading, (44) 734-86-87-11
EIII-RP 1

Order: 4023
Customer:RG02-11 GE INFORMATION SERVICES; Mr. Bob Simmons Manager, EDI Marketing ; 401 N. Washington Street, M/S 3MHN, Rockville, MD 20850,
EIII-RP 2 *RESPONDENT FOR THIS REPORT IS PATTIE BUCHANAN*

Order: 110835
Customer:RG05-2 GRUMMAN DATA SYSTEMS; Mr. Robert L. Wolf Director, Market Planning ; 6862 Elm Street, Suite 500, McLean, VA 22101,
EIII-RP 1 *RE*

Order: 4066
Customer:R101-15 IBM CORPORATION; Ms. Ilse Ruckert U.S.M. & S. HI Info. Svcs. ; 1133 Westchester Avenue, Mail Drop 147 1C-1301, White Plains, NY (914) 642-6508
EIII-RP 1

Order: 4084
Customer:R101-2 IBM CORPORATION; Ms. Linda Baron ; 472 Wheelers Farms Road, MD 60, Milford, CT 06460,
EIII-RP 1

Order: 4085
Customer:R101-3 IBM CORPORATION; Ms. Sara H. McDaniel Staff Librarian ; ASD Library - R11C, 1500 RiverEdge Parkway, Atlanta, GA 30328,
EIII-RP 1

Order: 110189
Customer:R101-51B IBM CORPORATION; Mr. Jim Crouse Industry Analyst ; M/S L-108, 3101 W. Buffalo Avenue, Tampa, FL 33630,
EIII-RP 1

Order: 110827
Customer:R101-62B IBM INFORMATION NETWORK; Mr. Stan G. Ptaszek Manager, Plans & Programs ; 105 Moftield Drive, North York, M3B 2L9, Ontario, Canada (416) 443-4864
EIII-RP 2

Order: 4042
Customer:R101-9 IBM CORPORATION; Mr. Ronald Hargreaves Information Network ; 3101 W. Buffalo Ave. Dept 95K, P.O. Box 30021, Tampa, FL 33630,
EIII-RP 1

Order: 110613 Custom Sub. 3 rpts MVR ED only
Customer:RM12-1 MOORE CORPORATION; Mr. Philip C. Wilson Manager, Strategic Planning ; 300 Lang Boulevard, Grand Island, NY 14072-1697,
EIII-RP 1 *WRONG PERSON TO S A P D TO CONTACT MARGO YASSICH (716) 773-0300*

Order: 110613 Custom Sub. 3 rpts MVR ED only
Customer:RM12-8 MOORE CORPORATION LTD; Mr. Anders Stubkjaer Corporate Development ; 1 First Canadian Place, P.O. Box 78, Toronto, M5X 1G5, Ontario (416) 368-2609
EIII-RP 1 *STUB CARE*

Order: 110666 *NO* IMPACT EDI SYSTEMS INC.; Mr. J. Gregory Faubert Vice President ; 17197 N. Laurel Park Dr. #273, Livonia, MI 48152,
Customer:RM67-1 EIII-RP 2 *Hasnt seen NOR DOES HE BELIEVE THEY GET IT*

Order: 110094
Customer:RM17-2 NIPPON TELEGRAPH & TELEPHONE; Mr. Kazuhisa Machida Researcher Int'l. Division ; 1-16 Uchisaiwaicho, Chiyoda-ku, Tokyo, 100, ***C 03 509 5140
EIII-RP 2

Order: 110605
Customer:RP03-3 PACIFIC BELL/MIC; Ms. Jan Hewitt Marketing Manager ; 2600 Camino Ramon, Room 4561, San Ramon, CA 94583,
EIII-RP 3 *1/29/90 FAXED TO PATTIE HENSLEY - (408) 491-6053*

*3642600
9622244*



Order: 110235 BEG:05/01/1990 END:04/30/1991 PO:
Customer:RP14-1A PRICE WATERHOUSE; Mr. John B. Singel Partner ; 153 E 53rd Street, New York, NY 10022,
EIII-RP 2 (212) 371-2000

Order: 110727 BEG:07/01/1990 END:12/31/1990 PO:
Customer:RS17-1 SEARS TECHNOLOGY; Mr. Richard Ross Business Development Manager ; 231 Martingale Road, Schaumburg, IL 60173,
EIII-RP 2 ~~WRONG NAME (5591670)~~ ⁷⁰⁸ (708) 200-3054

Order: 4010 BEG:01/01/1991 END:12/31/1991 PO:
Customer:RS45-1 STERLING SOFTWARE, INC.; Mr. William D. Rlumb President ; 4600 Lakehurst Court, P.O. Box 7160, Dublin, OH 43017,
EIII-RP 2 ~~content answer because they~~ ^{Haven't received it} (614) 459-7500

Order: 110862 BEG:12/05/1990 END:12/05/1990 PO:
Customer:RU09-55A UNISYS CORPORATION; Dock #5 ; Township Line & Union Meeting, Blue Bell, PA 19424,
EIII-RP 4 ~~NO~~ ^{NO WANT TO} ~~JEFF COLDWELL - SPEAK TO BARRY KEYES - HE HAS ALREADY Spoken WITH TOLLEY~~ SURVEY

Order: 110190 BEG:01/01/1990 END:12/31/1990 PO:
Customer:RV01-2 Division of GEIS VANGUARD INFORMATION CENTER; Mr. Fred Tsung Tee Li PHD Chairman ; 4F, No. 7, Lane 50, Sec. 3 Nan Kang Road, Taipei, Republic of 011 886 2 7858900
EIII-RP 1

Order: 110116 BEG: END: PO:
Customer:ZINTERCOA Z..CALIFORNIA INTERNAL; Mr. Denny Wayson ; X, X,
EIII-RP 1

Order: 110117 BEG: END: PO:
Customer:ZINTERCOB Z..CALIFORNIA INTERNAL; Sales/Mkt Library ; X, X,
EIII-RP 1

Order: 110119 BEG: END: PO:
Customer:ZINTERCOF Z..CALIFORNIA LIBRARY; Library ; X, X,
EIII-RP 2

Order: 110120 BEG: END: PO:
Customer:ZINTERCOG Z..INPUT FRANCE; Field Salesperson ; X, X,
EIII-RP 1

Order: 110124 BEG: END: PO:
Customer:ZINTERCOH Z..INPUT NEW JERSEY-TEANECK; Field Salesperson ; X, X,
EIII-RP 1

Order: 110125 BEG: END: PO:
Customer:ZINTERCOI Z..INPUT NEW JERSEY - STOCK; Library ; X, X,
EIII-RP 2

Order: 110123 BEG: END: PO:
Customer:ZINTERCOJ Z..LONDON; Library/Stock ; X, X,
EIII-RP 4

Order: 110126 BEG: END: PO:
Customer:ZINTERCOK Z..WASHINGTON; Barbara & Sales Library & Sales ; X, X,
EIII-RP 2

Order: 110135 BEG: END: PO:
Customer:ZINTERCOL ..REGISTER OF COPYRIGHTS; Dep & Acq Div-LM43BC ; Library of Congress, Washington, DC 20559,
EIII-RP 2 (202) 707-7125



Order: 110128
Customer:ZINTERCON Z..CALIFORNIA INTERNAL; Mr. Torrey Byles ; x, x,
EIII-RP 1

Order: 110127
Customer:ZINTERCOO ..INPUT KK; Mr. Tetsuo Imai ; Seide Bldg 4-6, Kanda Sakuma-cho, Chiyoda-ku, Tokyo, 101, Japan
EIII-RP 2

Order: 110610
Customer:ZINTERCOV Z..DATA MANAGEMENT INT'L.; Mr. K.S. Min Managing Director ; x, x, Korea
EIII-RP 2

Order: 110550
Customer:ZINTERCOW Z..INPUT GERMANY; Mr. Frank Solbach ; x, x,
EIII-RP 1

Order: 110611
Customer:ZINTERCOY Z..CALIFORNIA INTERNAL; Mr. Doug Tayler ; x, x,
EIII-RP 1



Report Quality Evaluation

EDII
BUSINESS
INTEGRATION
ISSUES

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Thank You.

1. Report title: **EDI: Business Integration Issues** (EDII)

2. Please indicate your reason for reading this report:

Required reading New product development Future purchase decision
 Area of high interest Business/market planning Systems planning
 Area of general interest Product planning Other _____

3. Please indicate extent report used and overall usefulness:

Executive Overview	Extent		Usefulness (1=Low, 5=High)				
	Read	Skimmed	1	2	3	4	5
Complete Report	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Part of Report (%)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

4. How Useful was:

Data presented
Analyses
Recommendations

5. How useful was the report in these areas:

Alert you to new opportunities or approaches
Cover new areas not covered elsewhere
Confirm existing ideas
Meet Expectations
Other _____

6. Which topics in the report were the most useful? Why? _____

7. In what ways could the report have been improved? _____

8. Other comments or suggestions: _____

EDII
CAN'T
RESPONSE

Name

William D. PLUMB.

Title

PRESIDENT

Department

Sterling SOFTWARE, INC

Company

Couldn't answer they haven't
because they received it
before I received it

Address

City

(614) 793-7000
#697500

State

ZIP

Telephone

Date Completed

Thank you for your time and cooperation.

MAS 633/01 12/89

DID YOU RECEIVE THIS QUESTIONNAIRE WITH THE
BOOK? YES OR NO

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Report Quality Evaluation

EDII
EDIII
BUSINESS
INTEGRATION
ISSUES

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1. Report title: **EDI: Business Integration Issues (EDIII)**

2. Please indicate your reason for reading this report:

<input type="checkbox"/> Required reading	<input type="checkbox"/> New product development	<input type="checkbox"/> Future purchase decision
<input type="checkbox"/> Area of high interest	<input type="checkbox"/> Business/market planning	<input type="checkbox"/> Systems planning
<input type="checkbox"/> Area of general interest	<input type="checkbox"/> Product planning	<input type="checkbox"/> Other _____

3. Please indicate extent report used and overall usefulness:

Executive Overview	Extent		Usefulness (1=Low, 5=High)				
	Read	Skimmed	1	2	3	4	5
Complete Report	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Part of Report (%)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

4. How Useful was:

Data presented	<input type="checkbox"/>				
Analyses	<input type="checkbox"/>				
Recommendations	<input type="checkbox"/>				

5. How useful was the report in these areas:

Alert you to new opportunities or approaches	<input type="checkbox"/>				
Cover new areas not covered elsewhere	<input type="checkbox"/>				
Confirm existing ideas	<input type="checkbox"/>				
Meet Expectations	<input type="checkbox"/>				
Other _____	<input type="checkbox"/>				

6. Which topics in the report were the most useful? Why?

Doesn't
receive
this
Report.

7. In what ways could the report have been improved?

8. Other comments or suggestions:

JANIS PAGE

Name _____ Title _____

Department _____

DIGITAL EQUIPMENT CORP.

Company _____

Address _____

Concord, MA

City _____

State _____

ZIP _____

(508) 371 5382

Date Completed _____

Thank you for your time and cooperation.

MAS 63301 12/89

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Report Quality Evaluation

EDII
BUSINESS
INTEGRATION
ISSUES
LJ
c7a

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Thank You.

1. Report title: **EDI: Business Integration Issues** (EDII)

2. Please indicate your reason for reading this report:

<input type="checkbox"/> Required reading	<input type="checkbox"/> New product development	<input type="checkbox"/> Future purchase decision
<input type="checkbox"/> Area of high interest	<input type="checkbox"/> Business/market planning	<input type="checkbox"/> Systems planning
<input type="checkbox"/> Area of general interest	<input type="checkbox"/> Product planning	<input type="checkbox"/> Other _____

3. Please indicate extent report used and overall usefulness:

Executive Overview	Extent		Usefulness (1=Low, 5=High)				
	Read	Skimmed	1	2	3	4	5
Complete Report	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Part of Report (%)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

4. How Useful was:

Data presented	<input type="checkbox"/>				
Analyses	<input type="checkbox"/>				
Recommendations	<input type="checkbox"/>				

5. How useful was the report in these areas:

Alert you to new opportunities or approaches	<input type="checkbox"/>				
Cover new areas not covered elsewhere	<input type="checkbox"/>				
Confirm existing ideas	<input type="checkbox"/>				
Meet Expectations	<input type="checkbox"/>				
Other _____	<input type="checkbox"/>				

6. Which topics in the report were the most useful? Why? _____

7. In what ways could the report have been improved?

We aren't mention - DATA-improving company listed BUT they don't do DAT

8. Other comments or suggestions: _____

Name

Title

Department

UNISYS CORPORATION

Address

Blue Bell, PA

State ZIP

City

(215) 9862131

Date Completed

Telephone

215

9862131

Thank you for your time and cooperation.

MAS 633/01 12/88

DID YOU RECEIVE THIS QUESTIONNAIRE WITH THE
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Report Quality Evaluation

EDII
EDIII
Business
Integration
Issues

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1. Report title: **EDI: Business Integration Issues** (EDII)

2. Please Indicate your reason for reading this report:

Required reading New product development
 Area of high interest Business/market planning
 Area of general interest Product planning

Future purchase decision

3. Please indicate extent report used and overall usefulness:

Extent

Read	Skimmed
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>

U

*RESENDING
/
WON'T RESPONSE*

4. How Useful was:

Data presented
Analyses
Recommendations

5. How useful was the report in these areas:

Alert you to new opportunities or approaches
Cover new areas not covered elsewhere
Confirm existing ideas
Meet Expectations
Other _____

6. Which topics in the report were the most useful? Why? _____

7. In what ways could the report have been improved? _____

8. Other comments or suggestions: _____

DENNIS

Name

KENNETH J. THOMSON SENIOR DIRECTOR

Title

Ember

Romanowski

Department

AMERITECH

Company

Walters Response

Address

City

State

ZIP

312 906 4650

Telephone

Date Completed

MAS 633/01 12/89

Thank you for your time and cooperation.

*DID YOU RECEIVE THIS QUESTIONNAIRE WITH THE
BOOK? YES OR NO*

INPUT

Report Quality Evaluation

ED1
BUSINESS
INTEGRATION
ISSUES
6/10
6/13

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Thank You.

1. Report title: **ED1: Business Integration Issues** (EDIII)

2. Please indicate your reason for reading this report:

<input type="checkbox"/> Required reading	<input type="checkbox"/> New product development	<input type="checkbox"/> Future purchase decision
<input type="checkbox"/> Area of high interest	<input type="checkbox"/> Business/market planning	<input type="checkbox"/> Systems planning
<input type="checkbox"/> Area of general interest	<input type="checkbox"/> Product planning	<input type="checkbox"/> Other _____

3. Please indicate extent report used and overall usefulness:

Executive Overview	Extent		Usefulness (1=Low, 5=High)				
	Read	Skimmed	1	2	3	4	5
Complete Report	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Part of Report (%)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

4. How Useful was:

Data presented	<input type="checkbox"/>				
Analyses	<input type="checkbox"/>				
Recommendations	<input type="checkbox"/>				

5. How useful was the report in these areas:

Alert you to new opportunities or approaches	<input type="checkbox"/>				
Cover new areas not covered elsewhere	<input type="checkbox"/>				
Confirm existing ideas	<input type="checkbox"/>				
Meet Expectations	<input type="checkbox"/>				
Other _____	<input type="checkbox"/>				

6. Which topics in the report were the most useful? Why? _____

7. In what ways could the report have been improved? _____

8. Other comments or suggestions: _____

He hasn't seen it
and that is to
no one who
no one who
no one who
no one who

MR. J. GREGORY FAUBERT V.P.

Name _____ Title _____

Department _____

IMPACT ED1 Systems Inc.

Company _____

17197 N. LAUREL PARK DR #273

Address _____

LIVONIA, MI 48152

City _____

(313) 464-6700

State _____

1/24/94

Telephone _____

Date Completed _____

Thank you for your time and cooperation.

MAS 633/01 12/89

DID YOU RECEIVE THIS QUESTIONNAIRE WITH THE
BOOK? YES OR NO

INPUT



Report Quality Evaluation

673
BUSINESS
INTEGRATION
ISSUES

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Thank You.

1. Report title: **EDI: Business Integration Issues (EDIII)**
2. Please indicate your reason for reading this report:
 Required reading New product development Future purchase decision
 Area of high interest Business/market planning Systems planning
 Area of general interest Product planning Other _____
3. Please indicate extent report used and overall usefulness:

	Extent	Usefulness (1=Low, 5=High)
	Read Skimmed	1 2 3 4 5
Executive Overview	<input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
Complete Report	<input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
Part of Report (%)	<input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>

4. How Useful was:
 Data presented
 Analyses
 Recommendations
5. How useful was the report in these areas:
 Alert you to new opportunities or approaches
 Cover new areas not covered elsewhere
 Confirm existing ideas
 Meet Expectations
 Other _____

6. Which topics in the report were the most useful? Why? _____

7. In what ways could the report have been improved? _____

8. Other comments or suggestions: _____

Name _____ Title _____

Department _____

Company _____

Address _____

City _____ State _____ ZIP _____

Telephone _____ Date Completed _____

Thank you for your time and cooperation.

MAS 63301 12/89

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BOOK? YES OR NO

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Report Quality Evaluation

Business
Integration
Issues

To our clients:

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1. Report title: **EDI: Business Integration Issues (EDI)**
2. Please indicate your reason for reading this report:
 Required reading New product development Future purchase decision
 Area of high interest Business/market planning Systems planning
 Area of general interest Product planning Other _____

3. Please indicate extent report used and overall usefulness:

	Extent		Usefulness (1=Low, 5=High)				
	Read	Skimmed	1	2	3	4	5
Executive Overview	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Complete Report	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Part of Report (%)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

4. How Useful was:
Data presented
Analyses
Recommendations
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8. Other comments or suggestions: _____

Name _____ Title _____

Department _____

Company _____

Address _____

City _____ State _____ ZIP _____

Telephone _____ Date Completed _____

MAS 633/01 12/89

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Report Quality Evaluation

4/1/91
EDII
BUSINESS
INTEGRATION
ISSUES

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Thank You.

1. Report title: **EDI: Business Integration Issues (EDII)**

2. Please indicate your reason for reading this report:

<input type="checkbox"/> Required reading	<input type="checkbox"/> New product development	<input type="checkbox"/> Future purchase decision
<input type="checkbox"/> Area of high interest	<input type="checkbox"/> Business/market planning	<input type="checkbox"/> Systems planning
<input type="checkbox"/> Area of general interest	<input type="checkbox"/> Product planning	<input type="checkbox"/> Other _____

3. Please indicate extent report used and overall usefulness:

Executive Overview	Extent		Usefulness (1=Low, 5=High)				
	Read	Skimmed	1	2	3	4	5
Complete Report	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Part of Report (____ %)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

4. How Useful was:

Data presented	<input type="checkbox"/>				
Analyses	<input type="checkbox"/>				
Recommendations	<input type="checkbox"/>				

5. How useful was the report in these areas:

Alert you to new opportunities or approaches	<input type="checkbox"/>				
Cover new areas not covered elsewhere	<input type="checkbox"/>				
Confirm existing ideas	<input type="checkbox"/>				
Meet Expectations	<input type="checkbox"/>				
Other _____	<input type="checkbox"/>				

6. Which topics in the report were the most useful? Why? _____

7. In what ways could the report have been improved? _____

8. Other comments or suggestions: _____

Name THOMAS DOUGLAS Title _____

Department SEARS TECH

Company _____

Address _____

Telephone (708) 240 8785 State IL ZIP 60541

Date Completed _____

MLS 833/01 12/89

Thank you for your time and cooperation.

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EDII
BUSINESS
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	Read	Skimmed	1	2	3	4	5
Executive Overview	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Complete Report	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Part of Report (%)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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Data presented	<input type="checkbox"/>				
Analyses	<input type="checkbox"/>				
Recommendations	<input type="checkbox"/>				

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Alert you to new opportunities or approaches	<input type="checkbox"/>				
Cover new areas not covered elsewhere	<input type="checkbox"/>				
Confirm existing ideas	<input type="checkbox"/>				
Meet Expectations	<input type="checkbox"/>				
Other _____	<input type="checkbox"/>				

6. Which topics in the report were the most useful? Why? _____

7. In what ways could the report have been improved? _____

8. Other comments or suggestions: _____

JOHN BEIRNE

Name

Manager, Network Applications

Title

Department

DIGITAL EQUIPMENT CORP.

Company

555 Virginia Road,

Address

Concord, MA

10720

City

(508) 371-5150

State

ZIP

Telephone

Date Completed

Thank you for your time and cooperation.

M&S 633/01 12/89

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FAX TRANSMITTAL FORM

DESTINATION: MOORE Corporation LTDFAX NUMBER: (416) 3642600 3642364ATTENTION: PAT S. FOR MR. A. STUBKJAERTelephone Number/Location (416) 3642600NUMBER OF PAGES: 1 OF 2Confidential Yes X No Urgent Yes X No DESCRIPTION: DEAR SIR:

I'm looking into ways to improve the
EDI BUSINESS INTEGRATION ISSUES REPORT
It would be very much appreciated if
you could give us your ideas of the
report. The questionnaire can be faxed
to me at: (415) 961-3966

2/11/91

Called
LAPT
01
U.MFROM: CHASE GROFFDATE: 2/6/91INPUT
Project Charge Code: EDIFILE: CHRON CONTACT OTHER

Specify: _____



Report Quality Evaluation

U.S.A.
6/25

EDBI
BUSINESS
INTEGRATION
ISSUES

To our clients:

To ensure that the highest standards of report quality are maintained, INPUT would appreciate your assessment of this report. Please take a moment to provide your evaluation of the usefulness and quality of this study. When complete, simply fold, staple, and drop in the mail. Postage has been pre-paid by INPUT if mailed in the U.S.

Thank You.

1. Report title: **EDI: Business Integration Issues (EDIII)**

2. Please indicate your reason for reading this report:

<input type="checkbox"/> Required reading	<input type="checkbox"/> New product development	<input type="checkbox"/> Future purchase decision
<input type="checkbox"/> Area of high interest	<input type="checkbox"/> Business/market planning	<input type="checkbox"/> Systems planning
<input type="checkbox"/> Area of general interest	<input type="checkbox"/> Product planning	<input type="checkbox"/> Other _____

3. Please indicate extent report used and overall usefulness:

	Extent		Usefulness (1=Low, 5=High)				
	Read	Skimmed	1	2	3	4	5
Executive Overview	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Complete Report	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Part of Report (%)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

4. How Useful was:

Data presented	<input type="checkbox"/>				
Analyses	<input type="checkbox"/>				
Recommendations	<input type="checkbox"/>				

5. How useful was the report in these areas:

Alert you to new opportunities or approaches	<input type="checkbox"/>				
Cover new areas not covered elsewhere	<input type="checkbox"/>				
Confirm existing ideas	<input type="checkbox"/>				
Meet Expectations	<input type="checkbox"/>				
Other _____	<input type="checkbox"/>				

6. Which topics in the report were the most useful? Why? _____

7. In what ways could the report have been improved? _____

8. Other comments or suggestions: _____

ANDERS STUBKJAER ATTN: PATS
Name _____
Title _____

Department _____

Company MOORE CORPORATION LTD.

Address 1 FIRST CANADIAN PLACE P.O. BOX 78

City TORONTO State Ontario ZIP

Telephone (416) 3642600 Date Completed _____

FAX (416) 3643364 Thank you for your time and cooperation.

M&S 633/01 12/89

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Report Quality Evaluation

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BUSINESS
INTEGRATION
ISSUES

To our clients:

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Thank You.

1. Report title: **EDI: Business Integration Issues (EDI)**

2. Please indicate your reason for reading this report:

Required reading New product development Future purchase decision
 Area of high interest Business/market planning Systems planning
 Area of general interest Product planning Other _____

3. Please indicate extent report used and overall usefulness:

	Extent		Usefulness (1=Low, 5=High)				
	Read	Skimmed	1	2	3	4	5

Executive Overview	<input type="checkbox"/>						
Complete Report	<input type="checkbox"/>						
Part of Report (%)	<input type="checkbox"/>						

4. How Useful was:

Data presented
Analyses
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Other _____

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7. In what ways could the report have been improved?

8. Other comments or suggestions:

STAN LEPARD (213) *INFORUM* *Director* *Laura Andreus* > 335-2872

Name _____ Title _____

Department _____ *Bill Godwin* (213) -2870 (335)

Company *Computer Sciences Corp.* _____

Address _____

City *(213) 615-0311* _____ State _____

Telephone _____ Date Co. _____

Thank you for your time and cooperation

DID YOU RECEIVE THIS QUESTIONNAIRE WITH THE INPUT
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Call 1/23

Laura Andreus

Thursday (213) 335-2872

63301 12/89

ANDREUS

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